

# shipping MANAGEMENT

THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING

All types of modern materials are used to standardize the diversified shipping problem of Lyon Metal Products, Inc., Aurora, Ill. In this photo large unitized reinforced with filament tape are shown. Story on Page 10.

OCTOBER 1955

READERS'  
ROUTER

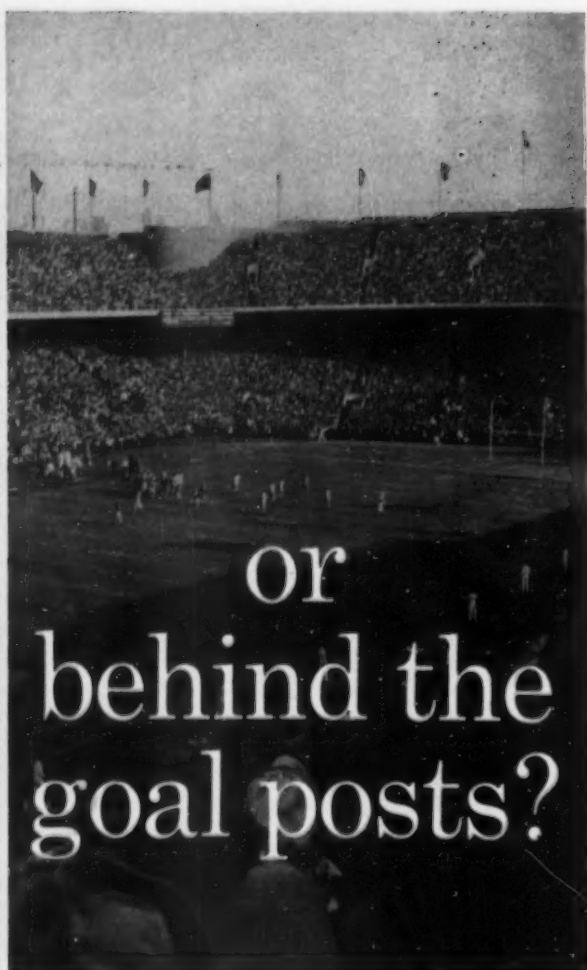
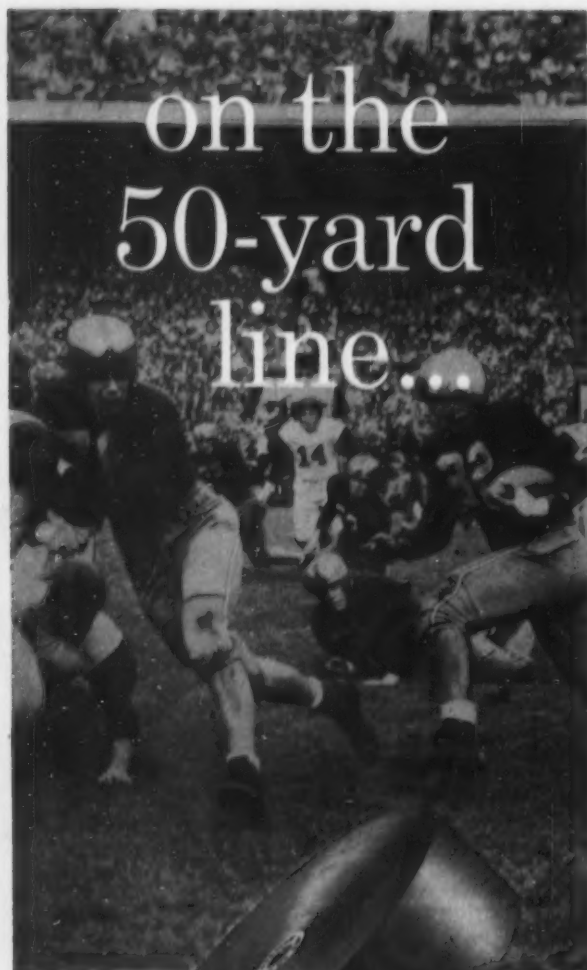
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MEN — METHODS — MATERIALS

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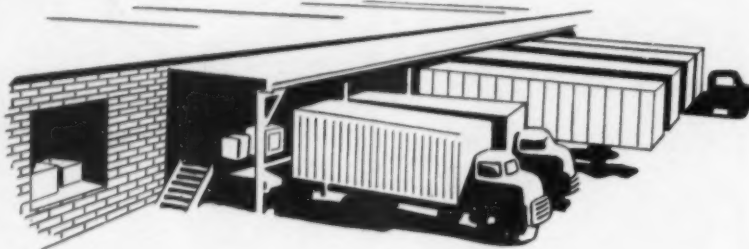
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## How Lyon Metal Products cut 7.7% off packaging cost with TAPE-STRAP®

Here's a typical example of saving money with Tape-Strap—laminated, reinforced filament tape.

Among the Lyon Metal Products Company's products is a 6-unit metal shelf, weighing 143 lbs. It's packed in a full telescope carton. Previous reinforcement was six 86" strips of rigid material, mechanically applied.

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#### You can't break Tape-Strap

This amazingly strong reinforcing tape has a central layer of thousands of tiny filaments embedded in resilient, shock absorbing material. This center is sandwiched between outer layers of tough, pliable Kraft. Adhesion is instant and permanent. Tape-Strap carries a super heavy coat of the finest, water-soluble gumming.

**TAPE-STRAP** is approved too! It is approved under Rule No. 41 and No. 5 of the Consolidated and Uniform Freight Classifications and various specific packaging items. It has also been accepted by Railway Express under Rule No. 18. The United States Government approved TAPE-STRAP for domestic packaging by announcing a new Military Specification MIL-T-4601 (USAF). This specification is dated February 2, 1953 and our Tape-Strap meets all requirements of this specification.



Photo shows neat Tape-Strapped carton at left, with previous packaging method illustrated at right.



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# PACKING A PUNCH

OCTOBER, 1955

THE OLD QUESTION of what is cheaper to use—gas or electric—in industrial fork lift trucks cropped up again recently. Lewis-Shepard devoted the second folder of its series, "Facts About Fork Trucks," to this question, and it concluded that electric trucks are cheaper to operate in terms of expenditures for depreciation, maintenance labor and repair parts, fuel and power.

Basing its cost analysis on a single eight-hour shift operation 313 days a year for a total of 2504 hours per year, and using a standard 2,000 pound capacity truck with a standard 130" lift telescopic mast as an example, the folder estimates the life expectancy of the gas and electric models at four years and nine years, respectively. It notes that repair and maintenance labor costs for the gas truck tower above those of the electric lift and that gasoline and oil expenses far exceed those for electrical current.

It gives the following breakdown of annual expenses in the three departments: Gas trucks—Depreciation, \$750; maintenance labor and repair parts, \$920; fuel and power, \$425; Electric trucks—Depreciation, \$480; maintenance labor and repair parts, \$290; and fuel and power, \$75. The totals are \$2,095 for the gas truck and \$845 for the electric lift.

To say the least, these statistics are surprising. If confirmed by actual experience and if the original costs justify, they would seem to seal the fate of the gas truck. We wonder, however, how the results of performance compare and also we wonder whether our readers have ever stopped to compare the two types of trucks. Letters to the Editor from all parties who know anything about this subject would be extremely welcome.



SMALL AND MEDIUM sized companies must seek ways to use automation or perish. So declared Eugene J. Benge, management consultant of Asheville, North Carolina.

"It's not the size of the business," he said, "but the volume and nature of products which determine where automation is cost-wise. Big corporations so far have been avid for possible applications. The small plant executive who closes his mind to automation may soon close his doors."

MEN — METHODS — MATERIALS

## shipping MANAGEMENT

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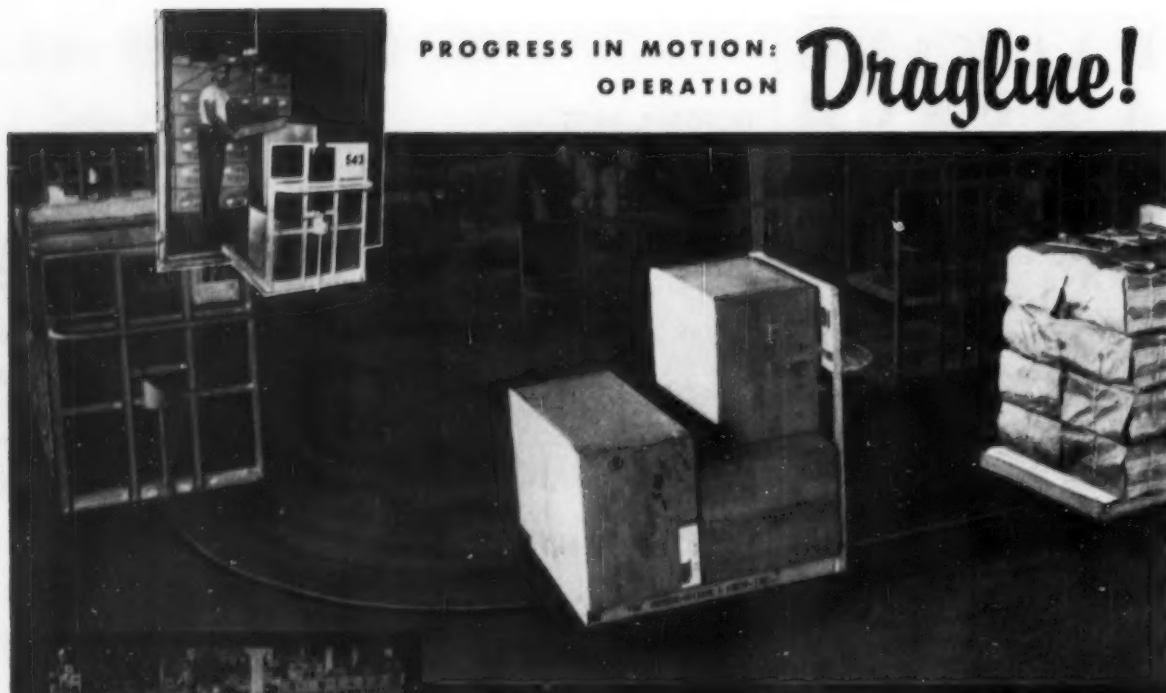
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PROGRESS IN MOTION:  
OPERATION

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### CONSTANT CONTACT MEANS PROMPT SERVICE





## **Educational Packing Programs Will Aid Carriers In Giving Better Service**

By **JOSEPH COYNE**  
Republic Carloading Corporation



Mr. Coyne has been directing the advertising program of Republic Carloading Corporation for the last six years. As a result, he has acquired a great deal of down-to-earth experience in the problems and relationships of industrial shippers and freight forwarders.

Although Mr. Coyne represents a freight forwarding firm, and in this case speaks generally for all freight forwarders, with a few exceptions his remarks might hold for all carriers. If freight forwarders and other carriers are to do their best jobs for industrial firms, shipping managers, packing engineers and other experts must cooperate by training the men in their organizations to handle and pack in the best way possible. Upon firms which design and sell containers the need is even more incumbent to provide containers which will do the best job for the particular type of carrier being used.

**OUR NATION-WIDE SALES FORCE**, (173 strong) calls on the people in business who route shipments. Our men are active day in and day out, from one end of the year to the next. Their job? To see the man controlling the routing, and to sell him on the many advantages of using Republic Carloading for the transportation of his less-than-carload shipments.

The man we call on may be the Shipping Clerk or Traffic Manager; he may be a Purchasing Agent or Office Manager. In many instances he

is a top executive or owner of the firm. Traffic control varies with the industry, and further with specific companies within an industry.

No matter how varied our group of prospects and their titles may be, however, they have two distinct interests in common. First, that their shipments are routed in the most expeditious, economical manner, and second, that the merchandise they ship arrives safely, in perfect condition, so that they can collect the money due to them for their merchandise.

### **Interested in Safe Shipment**

As a transportation carrier, in every sense a service organization, we are equally interested in both of the points mentioned. In addition we are constantly attentive to any possibility that will allow us to do a more complete job of service. You as a member of the packaging industry would, naturally, be more interested in the second point mentioned, "that the merchandise shipped arrives safely, in perfect condition."

When you design a container, or offer a container for sale, many of the same people we call on are consulted before approval is given to you. Their opinions count, and logically so. For these are the people who are closely associated with the actual handling, packing and shipping problems concerning the products used, or manufactured, by their respective firms.

Our representatives are relied upon by the shipping public for information and advice, and it is

*(Continued on Page 28)*

# Carton Control System Keys Firm's Mass Production Shipping

By HARRY MADLIN

**CREATING MASS - PRODUCTION** shipping procedures at Lyon Metal Products, Inc., of Aurora, Illinois is quite a job.

The firm manufactures about 1,500 different items. There are 14 separate categories including such diverse items as kitchen cabinets, folding chairs, automotive accessories and display and industrial equipment.

The shipping room uses 218 different cartons and interior packing plus thousands of crates each month. Container sizes range all the way from 4 x 4 x 4 inches to 38 x 38 x 84 inches with 400 different sizes in between. Product weights range from a minimum of one pound to a maximum of 375 pounds.

## Seek to Simplify Shipping

These widespread specifications indicate the practical impossibility of standardizing the firm's products into an assembly-line system of shipping. In the course of a regular working day, the line is switched over several times to accommodate whichever products are coming through.

"Since our products are so diversified," says Robert J. Baysinger, Lyon's packaging engineer, "what we try to do is simplify and standardize shipping procedures. This way we can hope to achieve about the same net resultant efficiency."

How does this work in Lyon Metal's case? Baysinger lists three major elements:

1. A special system of carton control from the time the cartons are received until they go out the shipping room door.
2. Use of mechanical handling equipment to make each operation faster and easier.
3. Use of modern packaging materials to simplify procedures and effect savings of time and money.

The heart of carton control at Lyon's is a large storage room. This room is arranged with a large number of individual metal racks where cartons are stored. Each rack is identified by the stock number of the carton it carries.

End racks on a wide aisle carry an index bearing the numbers of all the cartons in the aisle. Therefore, when the fork lift operator is looking for a certain stock number, he can spot it immediately.

In addition, all racks carrying the same cartons

## PHOTO OF THE MONTH

The photo on this month's cover shows only a small fraction of the diversified products kept in the storage section of Lyon Metal Products, Inc.'s, shipping department. Here corrugated containers are stacked nine-high with laminated, reinforced filament tape. Lyon Metal Products has used the filament tape, called Tape-Strap, and manufactured by Mid-States Gummed Paper Company, for only about two years. However they have already reported a saving of almost eight per cent in packaging cost with this light-weight material.

The Lyon Metal Products diversified shipping operation is described in full in the Shipping Department Efficiency story to be found on these pages. The willingness to adopt new and different materials, and careful carton control has resulted in steady lowering of costs and increased efficiency at the company's Aurora, Illinois plant. Tape-Strap has a central layer of thousands of tiny filaments embedded in resilient, shock absorbing material. This center is sandwiched between outer layers of tough, pliable Kraft. The filament tape is approved under Rule No. 41 and No. 5 of the Consolidated and Uniform Freight Classifications and various specific packaging items. It has also been accepted by Railway Express under Rule No. 18.

**SIMPLIFIED PROCEDURES** are used wherever possible at Lyon Metal Products to streamline shipping operations and cut costs. Here, a shipping clerk applies a strip of filament tape to a package. The use of this tape on at least 75 types of packages saves about one-third of packaging time, according to R. J. Baysinger, the company's packaging engineer.



**CARTON CONTROL** is the first step. Here is one section of a large carton storage room. Each bin is indexed with its cartons at left. Metal tab at right of number indicates additional supply in another bin. Fork lift moves supplies of cartons daily to shipping room.



are cross-indexed. Therefore, if one happens to be empty, the operator will immediately be aware that another supply is in the house. This cross-indexing is done simply by attaching a red metal tab on the index next to the number.

The production department is responsible for notifying carton control of its requirements each

day. When the requisitions come down, the operator moves the appropriate number of each carton from stock into a special bay in the shipping room. This then becomes the shipping room's stockpile for the day. No stock may be drawn directly from storage without proper authorization.

Strict inventory control follows simply from this centralization of supply. As each day's requisitions are drawn, the slips are sent back to the office properly nottd. The figures are entered on master cards. There's an automatic reordering procedure to constantly keep stock up to par.

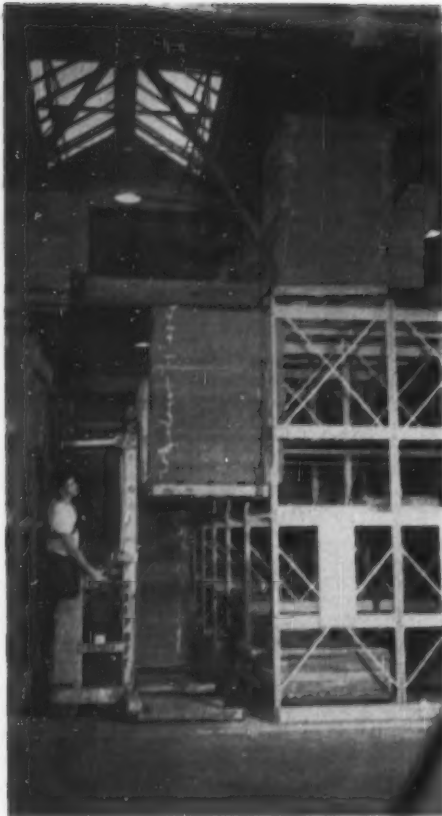
"Carton control is a good example of what we mean by standardizing procedures," Baysinger explains. "Our central storage eliminates time wasted in searching for a particular supply. The racks keep our stocks neat and cartons are always readily available. The perpetual inventory and easy indexing avoid delays due to depletion."

### Standardizing M-H Methods

The second element in standardizing procedures is mechanical-handling equipment. Six fork-lifts are available for transporting carton stock within the plant and packaged merchandise to the docks. Since Lyon Metal products is a national concern with principal manufacturing plants in Aurora, Ill., and York, Pa., besides warehouses and assembly plants at strategic points, it uses both rail and truck for shipments. Large dock facilities for trucks and a 22-car siding provide adequately for transferring shipments.

Roller conveyors are used in the shipping room





Robert J. Baysinger, Lyon's packaging engineer, figures carton requirements on one of the company's growing list of diversified products.

Mechanical handling equipment, like the fork truck at left, expedites shipment of bulky items weighing up to 375 pounds. Roller conveyors, a mono-rail overhead system, two-wheel dollies and four-wheel trucks are other handling aids. Some 1500 different items in sizes ranging from 4 sq. in. to 38 x 38 x 84 in., are manufactured and shipped by Lyon.

to move products from one operation to another in packing. There are five lines, each of which handles a diversity of products. Locker doors and large, bulky metal objects are handled on a mono-rail system. Products are first finish-assembled while hanging on the overhead rail and then moved smoothly into the area where they are boxed and sealed.

Folding chairs are assembled, packed, and sealed on a special line on the second floor. These completed cartons of chairs are conveyed directly from the chair-line to the shipping room door on a special conveyor, addressed and ready for shipment.

All of which brings up the third element of standardization in what is essentially a diverse shipping operation. Lyon Metal has found that the use of modern sealing materials has substantially improved its shipping procedures. The firm makes wide use of steel strapping, Tape Strap, steel round wire, paper tape and reinforced bi-directional tape.

Lyon Metal's use of tape strap is a good example of how materials have worked to standardize shipping procedures. Five years ago the firm started using Tape Straps on one application. Today, it's using them on 75 applications with more being added each day.

Baysinger reports that continued experimenta-

tion in the area of package-sealing materials particularly has also paid some cost-saving dividends. The use of filament tapes, for instance, has resulted in savings from 7.7 percent to as high as 41 percent on particular applications. Also, he says, there have been instances where time of application has been cut as much as one-third.

#### Materials Restudied Constantly

In other instances, it has been found that combinations, particularly of steel strapping and tapes, have resulted in sturdier and better packages. Better appearance of the package is another result of newer types of seals. Still other materials have made possible higher and neater stacks, an important consideration in these days of palletized loading.

"In other words," says Baysinger, "constant re-evaluation of materials and packages means we're always shooting for a higher standard of shipping advantages while steadily improving and simplifying methods. Modern materials definitely contribute to these ends."

From these examples, it can be seen that there's one main idea behind the Lyon Metal Products, Inc., approach to their shipping room problem. The Aurora firm constantly evaluates the flexible element—procedures—and adapts it to the inflexible

*(Continued on Page 28)*



# What The Military Expects Of Industry In Packing During A National Crisis

By MAJOR GENERAL E. L. CUMMINGS  
Chief of Ordnance, Department of the Army



Since joining Army Ordnance in 1935, Gen. Cummings has headed various divisions and has acquired a wealth of experience in helping direct Uncle Sam's military packaging programs. He assumed his present position in November, 1953. He holds engineering degrees from Massachusetts Institute of Technology and Cornell.

I LOOK UPON THE PACKAGING PROBLEM as one in which "availability" is the key to its solution. Our job is to provide or make available to our fighting men any and all items which they may need to operate effectively and to provide these items in the proper quantities. We have failed the test of "availability" if any needed items are not readily identifiable, readily accessible, and usable at the point of actual delivery to the users—wherever that may be. For this reason I regard our packaging operations to be as essential as our manufacturing and inspection operations.

If "availability" is not guaranteed through adequate and proper packaging prior to shipment, all of our prior efforts in research and development, production, and inspection represent a serious waste of labor, time, money, and materials. But of more serious concern, we will have failed to give our fighting men the support they must have to engage the enemy successfully—support upon which their very lives depend. From the early beginnings of World War II, when the reports of damaged and inoperable material delivered to the theaters of operations began to reach alarming

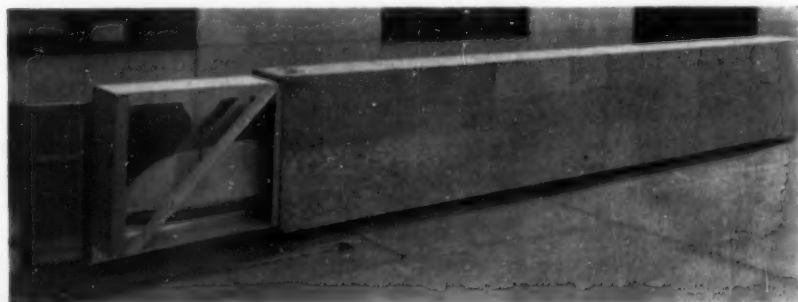
proportions, an awareness of the importance of adequate packaging and preservation has permeated the entire military establishment.

[After the war, Gen. Cummings pointed out, the packaging program was curtailed because of a lack of funds.]

## Packaging Is a Profession

However, with the outbreak of warfare in Korea, the desirability of a continuous and progressive packaging program, encompassing all aspects of the packaging problem, and monitored or directed by experts in that field, became plainly evident. Just as highly perfected industrial technology is an ever-changing phenomenon, so are the most-advanced techniques in packaging a constantly-changing procedure.

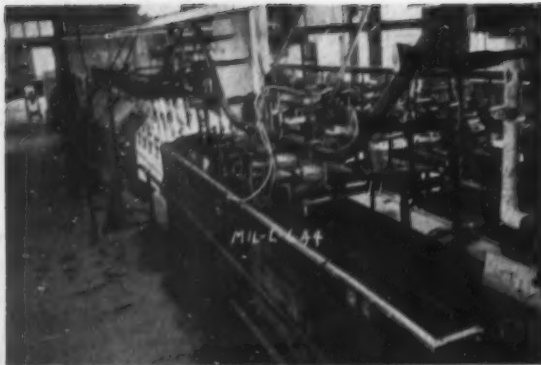
Packaging, in fact, as it is known today, has become a distinct profession which encompasses many concurrent activities. Up until a few years ago, packaging personnel were too frequently regarded as "wrappers" and "box-builders." Today, it is more generally realized that their activities are an essential part of practically all operations. *(Please turn page)*



This article contains excerpts from an address delivered by General Cummings at the 10th annual meeting of the Forest Products Packaging Council on June 18, 1955 at Madison, Wis.

This is a plywood container used for overseas and domestic shipments of C-54 Ailerons.

Courtesy Forest Products Laboratory



Photos on this page Courtesy Army Ordnance Corps

Following insertion into VCI bag, two rifles are properly positioned in a five-panel folding box with die cut end inserts and separator (middle photo). Then the box is sealed with water-resistant tape. Next step (bottom) is packing of 10 rifles in nailed wooden box, which is then nailed, strapped and stenciled ready for shipment.

This is true both in the military and in industry. The packaging expert must know supply operations. He must know how packaging influences these operations, and vice-versa.

Also, he must know procurement and manufacturing and how these functions influence or are influenced by packaging. Packaging personnel are in many cases involved in the engineering of packages and writing of specifications for the best means of packaging the item. They therefore become involved in packaging materials, their physical properties and their capabilities.

Military packaging, as we know it today, is a relatively new field and the Forest Products Laboratory could well be declared, without challenge, as the birthplace of this field. Because peacetime



These photos, taken by the Army Ordnance Corps at the Springfield Armory, show step-by-step procedure in packing rifles. After the rifles and their parts are cleaned and brushed, they are dipped in M'L-L-644, a lubricating oil and preservative special (above left). At left of photo, the guns are passed through infra-red lights while draining. In photo at right, weapon is reassembled: (1) Sights are cushioned; (2) VCI tube is inserted in bore; (3) slings are wrapped with VCI.

packaging formulas and methods were not adequate for wartime conditions in the field during World War II, the Forest Products Laboratory was called upon for assistance. The scientific packaging, which was developed as a result, saved us untold millions in preventing deterioration of spare parts when, as often happened, they were stored for months in open field dumps, subject to all sorts of weather, very frequent movement, and very rough handling. Scientific packaging is easily justified when consideration is given to the stakes involved and the fact that the cost of such packaging usually represents only a small fraction of the cost of the items or parts being shipped.

### What Does Military Expect

As we consider the future, the important question is—"What will the military expect from industry in the way of packaging in the event of a new national emergency?"

Just as we in the military, and especially those of us in Ordnance, have always relied upon industry for quantity production of military items, so have we relied upon industry for assistance with personnel, ideas, and materials—and to do the actual packaging of our material for storage and shipment. This dependence continues and if the future requires an acceleration or expansion of packaging activity, industry must be prepared for it—if our combined obligations to our Armed Forces are to be fulfilled.

In determining what preparations must be made, we must first consider the changing logistical requirements of the Army, especially as they are affected by the development of new types of weapons which dictate changes in tactical doctrine.

The prospect of atomic warfare, and the employment of many new weapons of great destructive power, requires a greater dispersal of forces and



Photo Courtesy Angier Corporation

Above left is a cellulose acetate grease barrier wrap used to wrap slushed items. Various aspects of packaging the barrel assembly are shown at right: (1) VCI bare tube; (2) VCI laminated material for wrapping barrel; (3) barrel assembly; (4) container fiber for barrel.

greater mobility than we have ever before achieved or practiced in our battlefield operations. This implies greater transportability of all of our Ordnance items and the supplies and spare parts required to keep them in operation.

Apart from the new developments in weapons, still another consideration dictates greater mobility and greater transportability. Because of the fact that we do not know where or when, if ever, warfare may break out along the long line of our defense perimeter, we are required to keep such forces as we have in being highly mobile and highly transportable so that they can be quickly deployed to any one or several potential trouble spots.

Not knowing the place, we cannot know the conditions of weather, climate, or terrain, and the type of fighting likely to be encountered. Neither do we know whether such a trouble spot may be only a "brush-fire" or whether it may develop into a full-scale war in which all-out mobilization may be necessary. Therefore, we have to be prepared for any and all eventualities.

Now let us consider for a moment how all of this affects packaging methods and techniques.

### Smaller Packages, Greater Units

Just as during World War II and since, we have seldom had any assurance of the ultimate destination of supplies at the time of packaging—whether they were to be shipped to the cold Arctic regions, the Temperate Zones, or to the Tropics—so in any future operations we are not likely to be able to make this determination. Consequently, the packaging methods used must be adequate to insure delivery in good usable condition under any circumstances.

Because forces are likely to be dispersed over greater areas, greater unitization and smaller packages will be necessary to efficient and timely delivery.

An increasingly greater amount of our sup-



Photos Courtesy Army Ordnance Corps

Shown in center photo is a gun wrapped in VCI material and enclosed in barrier bag. Skid base is marked (2). Box (1), straps (2) and base (3) are the major features of this nailed wooden box.

plies will have to be shipped by air and air transportability presents its special problems in weights and dimensions of packages shipped.

We all know that despite the increased use of air freight, a large proportion of our supplies will still be transported by railway and by ships. However, the possibility of its being transported by air, during some leg of its journey, does increase and we must be guided accordingly.

Now, I want to tell you just what we are doing about some of these problems and what we hope to accomplish.

[At this point, Gen. Cummings described the effort of Army Ordnance to cut down the many different types of military equipment in order to prevent the supply pipeline from being clogged up and overstrained in its transportation, storage, servicing and maintenance operations. Only items



Photo Courtesy Forest Products Laboratory

This photo shows how improper container stacking caused damage to manifold air intake assembly units. Photo was taken by U. S. Army Signal Corps.

essential to victory will be carried.]

Standardization of the equipment is a program which we regard as of vital importance. We have pushed hard in this direction and the evidence of some of our accomplishments on this score is contained in the fact that during World War II we used six different engines in the various models of the M-4 tank. Today, Ordnance is using one type engine in seven different vehicles. The number of different generators being used in our combat vehicles has been reduced from 266 in World War II to 5, and the variety of starting motors from 63 to 8.

### Greater Standardization Needed

In another way, we seek to improve our service to the troops and serve them more effectively through greater standardization of packaging of such items as remain in the supply pipeline. Standardization of packaging contributes to easier identification, it simplifies the problem of estimating transportation requirements and warehousing space, and it vastly simplifies the job of storage and inventory. Further than that, standardization is most helpful to the manufacturer who must do the job—it helps him in estimating his materials requirements and his costs and it simplifies his task of training his people who must perform the actual work.

Standardization of packaging is accomplished through the issuance of coordinated Military Specifications and Standards. The publication of a coordinated Military Specification or Standard

implies the concurrence of all three Departments—the Army, the Navy, and the Air Force. This is no easy task, and may sometimes take many months to accomplish.

Unfortunately, the mere stipulation or identification of a recognized military packaging method for a particular spare part does not necessarily insure that the end results will be a like interpretation in all cases. We are still apt to get a great variation—sometimes too much or too little packaging for the same price—even though the finished package is identifiable with one of our approved military methods.

One of the most effective ways of solving this problem is considered to be the use of packaging data sheets. The Ordnance Corps is presently engaged in finalizing plans for the installation and integration of a new system using these data sheets. The concept we've adopted involves basically a single detailed sheet for each spare part, or in many cases, a single sheet will apply to a number of items.

We're moving out in this area with the full realization that we're tackling a tremendous job—one that cannot be accomplished overnight. An example of the size and scope of that job is contained in the fact that the NIKE Guided Missile System alone includes approximately 80,000 parts. Many benefits should be realized through the use of data sheets because the unit, intermediate, and exterior container will always contain the same number of items, and be packaged in the same manner regardless of whether this packaging is performed by a contractor or in a depot. Inventorying, warehousing, and shipment will be simplified since issue quantities will be based on standard units; procurement, including inspection, will be simplified since the packaging requirements of the contract will be available in sufficient detail to eliminate the need for guess work on the

(Continued on Page 28)

A VPI wrap with two-gram loading, shown here in envelope form for protecting precision parts.

Photo Courtesy Angier Corporation







## TUNING IN



### Packaging Institute's 17th Forum To Concentrate on 14 Technical Phases

With SIPMHE's 9th Annual Exposition out of the way, the next big event coming up will be the Packaging Institute's 17th Annual Forum, October 31, November 1 and 2 at the Hotel Statler, New York. The program will consist of 16 half-day specialized sessions on 14 technical areas of packaging.

The keynote address at the forum will be given by General Lucius D. Clay, chairman of the board, Continental Can Company.

Among the subjects to be discussed by a large number of speakers will be folding cartons, new packaging developments in the food and drug industries, shipping containers, corrugated and solid fibreboard containers, glass labeling adhesion processes, production line problems, and packaging machinery. Closed circuit color TV coverage of the forum will be provided by the National Broadcasting Company. John C. Clay of National Starch Products Co., is program chairman of the forum.

### Calumet District Clinic to Preview New Rail Car and M-H Machines

The "Railroad Car of Tomorrow" and such new materials-handling equipment as the pallet retriever, and the palletless warehouse fork truck will be demonstrated at the cost reduction clinic of the Calumet Industrial District Company on October 11 in Chicago.

CID President Addison Brown will officiate at the railroad car's preview. This car features complete unloading from the side instead of a center door. It introduces the overhead garage door to the railroad industry and simultaneously uses compartments to handle and cradle goods.

### AMA Conference October 10-12 To Survey Automation

A review of automation—its past, present and future—will be given more than 500 manufacturing executives from all parts of the country at a special conference to be held by the American Management Association at the Hotel Roosevelt, New York, October 10-12. The three-day program will include analyses of the nature and techniques

of automation, case histories in its application and assessments of its future.

### Government Sponsored Symposium To Survey Packaging for Military Needs

A comprehensive program encompassing most aspects of packaging, shipping and materials handling operations has been drawn up for the first joint Military-Industry Packaging and Materials Handling Symposium scheduled for October 10-12 at the Department of Commerce Auditorium, Washington, D. C. The Defense and Commerce Departments are co-sponsors of the symposium.

Secretary of Commerce Sinclair Weeks and various Defense Department officials will open the conference. Subjects to be discussed, include recent packaging developments with potential military applications, dynamic cushioning, warehousing, automatic packaging of military supplies, reduced costs, cargo consolidation, dehumidified

*(Continued on Page 27)*



These pictures were taken at the August meeting of the Packaging Institute's Petroleum Packaging Committee at the Royal York Hotel, Toronto, Canada. Fred W. Langner (above at blackboard), Coordinator of Packaging Activities for Secony Mobil Oil Company, led this educational activity. Below are shown some of 60 members of the Committee who participated.



**A** FEW columns back we were discussing the importance of having the well-versed routing clerk in any shipping department or traffic department which forwarded a large number of shipments each day. Even if the concern does not do a large volume of shipping it is quite worthwhile to have someone in the organization who is familiar with the various carriers to all points and the approximate shipping time which it takes for material to move from point of shipment to point of destination. At that time we also mentioned that we were making an extensive survey in regard to all carriers which we use and their delivery time.

### 37% Response

This survey was carried on by means of self-addressed 2-cent postcards which stated on the face of the card that we were making a survey and would appreciate the cooperation of the receiver in doing so by having him fill in on the card the date upon which shipment arrived. We find in talking to other concerns and other carriers that they, too, at one time or another tried to conduct such a survey but that the response was not great enough to enable them to compile any real figures.

So far we have had an approximate 37% return on cards sent out and we feel that this good response is due to two things:

1. The card is attached to the packing slip of each shipment and is self-addressed and stamped so that the receiver can, without too much difficulty, fill it in and drop it in the mailbox.

2. We have provided a space on the card for the receiver of

the material to place his store name. It was pointed out to me that psychologically this will stimulate more of an interest in the survey or in the return of the cards when a dealer has the opportunity to place his name on the document. Perhaps the psychology is that he feels that he is considered an individual and that what he says is important. In any event we feel that these two reasons are the main factors in getting such a high number of returns.

Although this survey is still being carried on we feel that we have already definitely had our eyes opened in regard to routing and delivery time.

Let us explain how we feel we have benefited from this particular survey. First we realize that

we had had many complaints from the field stating that they had not been receiving material as fast they thought they should. This we realize was not uncommon, for oftentimes shipments are delayed and delivery time is quite lengthy. However we had no indication that such a situation might be prevalent to all points outside of the very close ones to which we shipped.

Prior to actually mailing out the cards for the survey we called in the majority of the carriers with whom we have been doing business, some 37 in all, and asked them to give us the delivery time in days to the points which they served. Many carriers gave this information to us verbally, while other carriers sent us maps with the delivery time in days opposite the cities which they serviced. Now we had what should have been an excellent indication of the delivery time to all cities to which we forwarded material up to a

*(Continued on Page 23)*



**LOS ANGELES TRANSPORTATION CLUB** heard a talk on "The Functions and Services of Traffic Consultants" on August 23. The speaker was Frank W. Turcotte, a transportation attorney. Vince A. Bordelon, traffic consultant at the Carmichael Traffic Corporation, was chairman of the day.

**TRAFFIC CLUB OF NEW YORK** held its preliminary Annual Golf Outing September 20. The finals will be played October 20 at Douglaston, L.I. A Halloween Party is scheduled for October 29.

**TRAFFIC CLUB OF GREATER MIAMI**, held its annual meeting and election of officers on August 9. The event was designated as "Motor Carriers Night." The speaker for the evening was R. J. McBride, general manager of the Regular Common Carrier Conference, American Truck-

ing Associations, who discussed the President's Cabinet Committee Report on Transportation Policy.

The following were elected to office: President, C. Fuller Nall, Henry E.

*(Continued on Page 22)*



Left to right: M. T. Richmond, president, Florida Trucking Association; C. Fuller Nall, president, Traffic Club of Greater Miami; Cecil C. Vaughn, retiring president; and Robert J. McBride, the guest speaker at the Greater Miami Traffic Club's Motor Carriers Night.

## NEWS— PROMOTIONS

of companies and associations

Election of Frederick Bowes, Jr., to the newly created post of vice president for public relations and advertising of Pitney-Bowes, Inc., manufacturer of postage meters and business machines, was announced recently by Walter H. Wheeler, Jr., president.



FREDERICK BOWES, JR.

Appointed director of public relations and advertising in 1945, Mr. Bowes started with Pitney-Bowes as a service mechanic in 1930. He has been with the company ever since, except for two prewar years with Batten, Barton, Durstine and Osborn, the advertising agency, and three years with the War Production Board.

The immediate past president of the Public Relations Society of America, he is a director of the Advertising Council, and a former director of the Association of National Advertisers.

**CROWN ZELLERBACH CORP.** and **GAYLORD CONTAINER CORP.**, two of the largest firms in the packaging industry are reported to be planning a merger. Crown Zellerbach would be the surviving corporation. Agreement is subject to approval of both companies' stockholders who will meet on November 22. The merger would take effect November 30.

**KRAFT BAG CORPORATION**, a subsidiary of Gilman Paper Company, has made a number of new appointments to its sales force, it was announced by F. L. Munger, vice president and sales manager.

**Ed Burgers, Jr.** has been assigned to the company's New York office to concentrate on new business development in the metropolitan area and New York State. For the last three years, he was sales representative in St. Louis. **Frank C. Joos, Jr.** will replace Burgers in St. Louis. Joos was with Bemis Bros. for almost 10 years. He will cover Missouri, Southern

Illinois, Eastern Oklahoma and Arkansas.

**R. F. Floyd** has been appointed sales representative for New England and metropolitan New York. **R. E. Kunze** will represent Kraft Bag in Kansas, part of Iowa, Northwest Missouri, Central and Western Oklahoma. His headquarters are in Kansas City.

**J. R. Charlton** has been named sales rep for Northwestern Wisconsin, Northern Michigan, Minnesota, part of Iowa, North and South Dakota. Headquartered at Minneapolis, he will also cover the jobber trade in Minnesota for Gilman's Gummed Tape Division.

**R. A. Kurlander** has joined the company's Kraftpacker Sales Division as field engineer on packaging machinery in the southern states. He will operate out of Montgomery, Ala.

**ALLIED GUMMED PRODUCTS CORP.** has announced the election of new officers.



ENGEL

SOBERMAN

The board of directors elected **Bernard Engel**, former sales and production executive of Hudson Pulp and Paper Corp., as President. **Arthur B. Soberman**, former New York sales representative for Atlantic Gummed Paper Corp., was elected Vice President.

**Paul E. Fair**, formerly District Manager with Chrysler Airtemp, has joined the Advertising Department of **AMERICAN SISALKRAFT CORPORATION**, to specialize in sales promotion. (Continued on Page 21)

## NEW PRODUCTS IDEAS SERVICES

### Shipping Room Knife

A new knife with safety guard for shipping department operations in cutting cartons, rope and packing materials, has been introduced by **R. Murphy Company**.



This knife has a safety guard conveniently situated near the handle to protect users from injury. The manufacturer states that the blade is sufficiently strong and sharp to cut the toughest materials.

Check #41 on card facing Page 4.

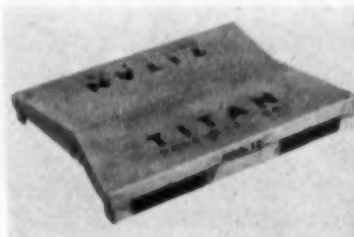
### Expendable Pallet

A newly developed 1-ton capacity expendable paper pallet has just completed extensive field and laboratory testing, and will shortly be introduced for material handling, shipping and warehousing use by the **Titan Products Company**.

The Titan pallet is delivered "knocked down." It is easily folded and wire stitched or stapled as needed in about 30 seconds. Each pallet will

adequately support at least 2,000 pounds, and can be stacked loaded four-high without endangering the base pallet.

Light in weight (4 pounds), they can be manually handled for loading. The charge of return shipping is eliminated, as is the expense of book-keeping, inventory, control, repairs and maintenance. Instead of being carried as a capital item, these pallets are totally deductible as a business expense, the manufacturer states. The user's name, and/or product can be imprinted on the pallet in manufacture, to give additional advertising value.

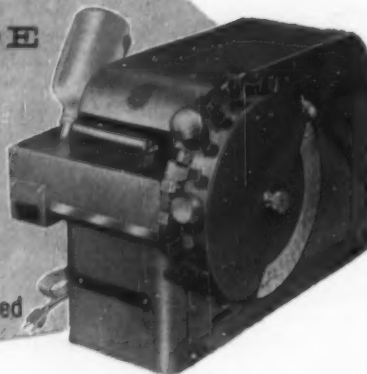


This pallet will initially be available in 32" x 40" x 48" sizes, with two way entry for truck forks. Safety factors include fire and moisture

FREE TRIAL  
in your plant

the  
**IDEAL** 200E  
*Electric*  
**CLIP-A-TAPE**

Push a button...  
get the exact tape length desired



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BELLEVILLE, ILL.

### SUBSCRIBERS DESIRING CHANGE OF ADDRESS

Is your magazine addressed correctly? Examine the wrapper, and notify SHIPPING MANAGEMENT MAGAZINE, 425 Fourth Ave., New York 16, N. Y., if you desire any change. Please send back the old wrapper, and the new address, and allow about five weeks for the change.

proofing.

Check #42 on card facing Page 4

### Side-Loading Fork Truck

A completely redesigned model of the Traveloader, a side-loading fork truck, has been announced by the Baker-Raulang Company. Originally designed to handle long loads like a straddle truck, stack like a fork truck and deliver like a highway truck, the new lift has improved load distribution, better stability, and higher tractive effort.

Two main features of the new unit include a torque converter drive and springing of all four wheels. The former will make operation more simple for the operator and will eliminate possible maintenance problems in the gear train. Four wheel springing will make for better "roadability" when the truck is used for delivery over highways and streets.

Check #68 on Card facing Page.

### Vacuum Type Lift

The "Vac-U-Lift", a new lifting device for the materials handling field, has been developed by Blakeslee Manufacturing Company.



This unit operates on the vacuum principle; large vacuum pads grip the materials, lifting them safely and securely to their destination.

The unit will lift any object with a non-porous surface that is large enough to allow the vacuum pads to attach themselves. Each vacuum pad

**Water-Tite**  
PAPERS

BY THE MAKERS OF

**REDCORE**  
GUMMED TAPE

MEETS GOVERNMENT SPECIFICATIONS

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has a lifting power governed by the diameter of the particular pad. This device can handle weights up to several tons with an ample safety factor. It operates on steel plates, large castings, sheet rock, cement and concrete products, pipes, drums, paper cartons and thousands of other items. For a free bulletin, check #43 on card facing Page 4.

#### Aluminum Stencil Ink Added

Reynolds Ink, Incorporated, has added a new color, aluminum, to its line of stencil inks. Other colors available are: black, white, red, blue, green, orange and yellow. The inks are packaged in spray cans, which makes application easy, and are waterproof and weatherproof. The



inks can be used for stenciling of cartons, crates, boxes, metal containers and steel drums.

Check #44 on card, facing Page 4

#### Cushioning Material

A folder describing how manufacturers and shippers of precision instruments and fragile apparatus can adequately protect their shipments has been prepared by the Curled Hair Division of Armour and Company.

The folder, "Pillowed Packaging" describes how Hairflex, rubberized curled hair, solves breakage and storage problems that beset many shippers.

Hairflex is claimed to be resistant to the most persistent shock and vibration, dust-free, moisture resistant and economical. It is available in roll and sheet form and can be die-cut to fit odd-shaped products.

Check #62 on card facing Page 4

#### Tapes In Four New Colors

It has been announced by The Gummed Products Company that their standard quality Trojan Imperial brand sealing tapes are now available in blue, red, green and gray, in addition to the traditional natural and golden brown shades. For the present, the new tapes will be available in sixty-pound weight only.

Check #70 on card facing Page 4

Announcing . . .

## TWO NEW AUTO-NAILERS

for **New Versatility . . . New Flexibility**  
in **3-Nails-A-Second Automatic Nailing**

**THE MERCURY-3  
AUTO-NAILER**



**THE TROJAN-5  
AUTO-NAILER**

Featuring . . .

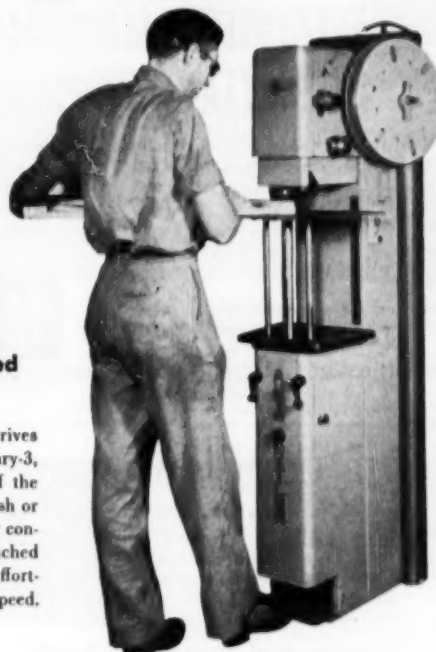
★ **Longer Nails** ★ **Faster, Easier Adjustments**

#### TROJAN-5 NAILS:



**Needle-point Blunt Headed**

The Trojan-5 Auto-Nailer cuts and drives nails up to 1 3/4" long and The Mercury-3, up to 1 1/4" long by a mere dial of the length desired. Heads are driven flush or countersunk by the twist of another convenient dial. And, nails can be clinched or bradded, as desired . . . All this—effortlessly...and with 3-Nails-A-Second Speed.



The Trojan-5 Model Auto-Nailer

Write for free catalog

**AUTO-NAILER CO. 265 Marietta St., N.W. Atlanta, Ga.**

## News—Promotions

(Continued from Page 19)

motion work, it was announced by T. E. Kearney, Advertising Manager.

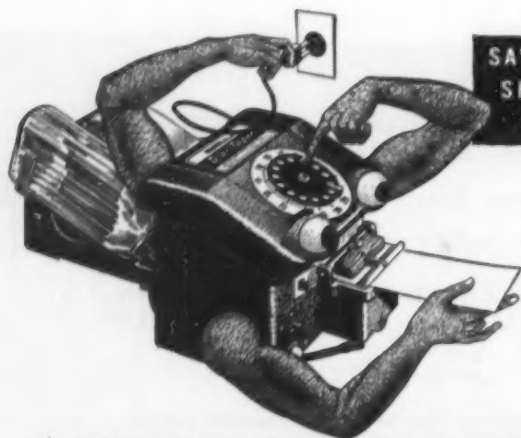
American Sisalkraft plans to expand its advertising and sales promotion activities, particularly at the local level.

**GERRARD STEEL STRAPPING DIVISION**, United States Steel Corporation has acquired new and larger warehouse facilities in San Francisco, it was announced by W. A. Howe, branch manager. The new facilities will serve customers in Northern California and Nevada.



Samuel Orner, President of the Lipton Mfg. Company, is shown with an impressive specimen of the world-famous Kodiak brown bear in Alaska, shot during his recent three week big game-hunting expedition there.

(Continued on Next Page)



**SAVES 25%  
SHIPPING  
COSTS**

## ELECTRIFIED MARSHIAN CLEANS UP MAYTAG SHIPPING PROBLEM

All Maytag Washer shipments come clean, since installation of MARSH ELECTRIC Dial-Tapers. It's simple to operate. You dial any tape length desired. In a split second, tape is measured accurately, moistened with thermostat-

controlled warm water, cut off clean, and practically handed to you. There's No guesswork; No lever to pull; and No wasted tape. Users save up to 25% in tape... 50% in time, compared with manual tape machines.

BT-19

### FREE:

"The Marshian Story" of Electric Taping. Clip this ad to business letterhead with your name. MAIL TODAY!

**MARSH** ELECTRIC  
**DIAL TAPER**

MARSH STENCIL MACHINE CO. • 75 MARSH BLDG. • BELLEVILLE, ILL., U. S. A.

## PROTECTIVE'S

DRUM LINERS • BAGS • CARTON LINERS

... all styles, all sizes, produced with fine materials: Polyethylene, Vinyl, Laminates and other flexible films - all at surprisingly LOW PRICES!



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## SUCCESS!

"TWIN-SURE" DOUBLE-SEAL

straight bottom liners

"POWER-SEAL"

round bottom liners

... originated and manufactured by the pioneers in plastic-liners for steel drums, fibre containers, cartons and boxes... successfully tested and proven satisfactory for protective packaging by many of America's leading manufacturers, processors and laboratories.

... here are just a few users of protective liners:

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THE 1955 INTERNATIONAL SOFT DRINK INDUSTRY EXPOSITION in Miami, Fla., November 14-17, will present displays of 19 manufacturers of cartons, cases, bottles, cans and other forms of packaging for soft drinks. The exposition is sponsored by the American Bottlers of Carbonated Beverages.

CONTAINER LABORATORIES, INC. reported the appointment of George Gero as a project engineer in the New York Division. Previously, he was packaging engineer at American Safety Razor Corporation.

## Traffic Tower

(Continued from Page 18)

Mangels Company; vice president, C. H. Ryan, Louisville & Nashville Railroad; recording secretary, Joel C. Wilcox, Greater Miami Traffic Association; corresponding secretary, W. H. Gollings, Republic Carloading & Distributing Co.; treasurer, J. F. Rice, Acme Fast Freight, Inc. The new directors are: Vernon D. Bond, J. S. Hatchell, C. F. Sharp, and retiring president C. C. Vaughn. Rowland A. Smith was chairman of the program.

TOLEDO TRANSPORTATION CLUB's final golf outing of the year took place September 14 at the Toledo Country Club.

FEDERAL CIVIL DEFENSE ADMINISTRATION enlisted three leaders of the trucking industry to head the newly-created Highway Division, which will direct the transportation industry's effort in case of enemy atomic attack. Federal Civil Defense Administrator Val Peterson swore in Alec Scherer, head of Scherer Freight Lines, Ottawa, Ill., as Chief of Operations of the Division; Einer Mohn, Vice President of the International Brotherhood of Teamsters, as Chief of Administration; and William Noorlag, director of the Central Motor Freight Association, as Chief of Special Staff.

WISCONSIN VALLEY TRAFFIC CLUB held a golf outing and a smorgasbord dinner September 15 at the Stevens Point Country Club.

ASSOCIATED TRAFFIC CLUBS OF AMERICA announced that the winner in its first essay contest was Miss Lois Marie Bunch, member of the Women's Traffic Club of Fort Worth, Texas. According to Al Greene, chairman of the Industrial Traffic

Manager Advancement Committee, Miss Bunch took the affirmative side of the contest question, "Should the Interstate Commerce Commission Continue to Admit and Recognize Lay Practitioners?"

\*\*\*  
**TRAFFIC MANAGERS INSTITUTE, INC.**, New York, started its Fall semester last month with six courses in various aspects of traffic management. The following appointments were made to the Institute's faculty: William J. Cavanagh, rate analyst, American Sugar Refining Co.; John A. Vaill, District manager, Air Freight Development, American Airlines; Henry Giese, TM, Federal Telephone & Telegraph Co.; James Gibney, assistant manager of the rate division, United States Rubber Co.; Joseph Traina, chief of tariff bureau, New York State Motor Truck Association; Arthur Piken, traffic consultant; J. J. Regan, chief clerk, traffic department, Eastern Gas & Fuel Association; and Clifford Pearson, assistant TM, Bridgeport Brass Company.

## "LISTEN MR."

(Continued from Page 18)

range of 2000 miles. After we had received this information from the carriers we told them all quite frankly that we were about to conduct a survey and would choose the carriers according to the best performance.

Then the replies started coming and we were not only surprised, unfavorably, but in many instances downright disgusted. Only those carriers serving points within a radius of 250 miles have lived up to any of their delivery promises. Other carriers are consistently more than 100% off in their delivery time figures which were given to us prior to the survey. One carrier with whom we have been doing business for a long time steadfastly maintained that delivery to city X was always third day. Twenty-three out of twenty-five of the shipments forwarded by this carrier to city X took 7 days or more. Even the largest of carriers who would indicate fourth and fifth day delivery to many of the major cities ended up by giving us 7 to 13 day delivery. Bear in mind

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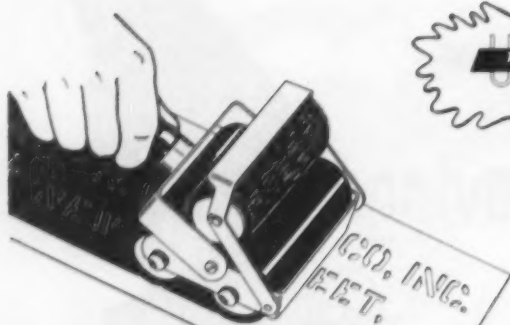
that we made allowances for week-ends in all of these figures.

One of the very surprising factors in the results is that there seems to be no continuity or regularity in the number of days delivery time which the same carriers made to the same points. In many instances carriers range from 5 to 15 days delivery to the same city.

Just what solutions or conclusions can be drawn from this an-

alysis is problematical. Unfortunately we are finding that shifting carriers to the majority of points does not help in the least, that they all seem to be lagging way behind their scheduled delivery time.

On the surface it would appear that carriers are soliciting freight by false claims insofar as delivery time is concerned. Mean as we are, we had the opportunity the other day to "bait"



Patent Pending

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a representative of one of the carriers which we use and who did not know that we were carrying on this survey. This carrier representative was sitting in my office extolling the fast service which his particular line gave to point Y. We asked him what the average running time was from our point of origin to point Y and he steadfastly maintained that delivery was consistently second day; at the utmost third day. We let him ramble on for a while and then brought out the results of our analysis and laid them before him showing that where he claimed second and third day delivery he was actually giving consistent fifth and sixth day delivery. This was not one but approximately sixteen separate shipments. The carrier representative tried to backtrack by stating "Oh, what I meant was that our truck gets there in two to three days, but doesn't necessarily deliver in that time." This is just the thing that many of us want to know and should find out for the benefit of ourselves and our dealers.

### Find Out the Facts

It certainly was a revelation to us to find such misrepresentation on the part of some carriers. Just what we can do about it as we stated before is problematical. However, it certainly would be well for all those persons who depend on fast delivery to their dealers to conduct some sort of a survey in an attempt to determine exactly what service they are getting and not to depend on the word of the carriers. In our case it may mean setting up a distribution point other than our present ones in order that dealers may get faster service. There is no question but what our sales in all probability have suffered as a result of this slow service of which we were not aware.



## Felt Pen Company Sponsors Prizes for School Art Contest

Shipping department employees are not the only ones who can benefit from use of felt pens. The truth of this statement was brought out recently in the announcement by Scholastic Magazines that they have set up a new classification—felt pen drawing—in the 1956 Scholastic Art Awards for the encouragement and recognition of student achievement in creative art.



Dave Bland, sales manager, and E. J. Marsh, secretary of Marsh Stencil Machine Co., direct attention to the Scholastic-Marsh 77 Felt-Pen Art Contest.

Twenty national awards in the form of cash prizes—all donated by the Marsh 77 Felt-Point Pen, product of Marsh Stencil Machine Company, Belleville, Ill., will be offered in the contest. Students in grades 7 to 12 in public, private and parochial junior and senior high schools in the United States and possessions are eligible to enter. Drawings, commercial illustrations, sketches, posters, design, visual aids or lettering, rendered with felt pen and felt pen ink in black or any combination of colors and black, can be submitted. The student submits his entry thru his local school to the regional exhibition. Regional winners will be sent to the Carnegie Institute for the National Exhibition.

## New Truck Terminal Features Subway Conveyor System

A sub-floor conveyor system which unloads freight from trailers and moves it by cart to an outgoing truck or the warehouse, is one of the unique features of the new Milwaukee terminal of Gateway Transportation Company.

Called the "Freight Merry-Go-Round," this conveyor-belt system of loading and unloading reduces handling labor, time and damage. The huge storage warehouse at the terminal can accommodate 44 trucks at one time. All of the doorways have overhanging canopies which offer the merchandise further protection against rain, snow and sun. A completely-enclosed truck-loading dock accommodating 20 trailers at a time, also protects

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Ask your supplier or write to Cushman & Denison Mfg. Co., Dept. Y-23, 1953 W. 23rd St., N. Y., N. Y.

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Cop of "King Size" may be screwed to bench to serve as stand.

# Flo-master

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## Traffic Management In Industry

by Leslie A. Bryan

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University of Illinois, Urbana

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"**N**OBODY in traffic, packing and shipping can complete a study of this book without enhancing his knowledge of this rich and complex field and getting a clear idea of how to set about solving its problems," writes "Shipping Management" of **TRAFFIC MANAGEMENT IN INDUSTRY.**

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freight. The dock is heated in winter time to protect perishables from sub-zero weather.

All freight movements in and out of the terminal and on the roads can be expedited by means of a public address system and a radio-controlled pick-up and delivery service. A garage in the terminal building can perform servicing and repairs on six trucks or trailers at one time.

## Waxed Forks Eliminate Pallets In Moving Packing Cases

Caloric Stove Corporation of Topton, Pa., has solved a costly handling problem by equipping a 2,000-pound capacity fork lift truck with special tapered, polished and waxed forks.

These job-planned forks permit one-man transportation and storage of heavy, unpalletized packing cases and later removal of the cases from storage for shipment. To accomplish this, the forks are waxed so they will slip easily under the boxes, eliminating the need for pallets.



Waxed forks instead of pallets are used to pick up cartons with this fork lift truck.

The use of polished and waxed forks is just one of the fork lift truck handling operations that have helped reduce handling costs 66% for Caloric Stove.

Photo and Data Courtesy Towmotor Corporation.

## Railroads Move 465,000 Pound Generator From New York to Fla.

One of the heaviest rail shipments handled by the American railroads so far this year was a 465,000-lb. steam turbine generator moved in March from Schenectady, N. Y., to Cutler in southern Florida.

The huge generator was loaded on a special 16-wheel flat car weighing 88,700 pounds, making the

total weight of the shipment—car and all—553,700 pounds, or 277 tons.

The shipment was 13 feet high, 12 feet wide and 27 feet long. Before construction was started, the engineering departments of the railroads involved in handling the shipment checked the weight capacity of bridges, trestles and overpasses, as well as the clearances, to make certain that the movement could be undertaken safely.

The generator itself has a capacity of 125,000 kilowatts. This is sufficient to provide the electrical needs of 450,000 homes, or light about 2,000,000 60-watt bulbs simultaneously. Expressed another way, it is sufficient to furnish all the electrical needs for a city of 260,000 population.

## Tuning In

(Continued from Page 17)

storage, unitization, research and development, automation in handling. Advanced registration is not required, and there will be no limits on attendance.

### Columbia University Sponsors 30-Week Course in Package Engineering

Columbia University's Package Engineering course this year has been expanded from 15 weeks to 30 to allow more comprehensive consideration of the various types of packaging. Some 22 lecturers, widely known in the packaging industries, will take part in the course to be conducted by the Department of Industrial and Management Engineering.

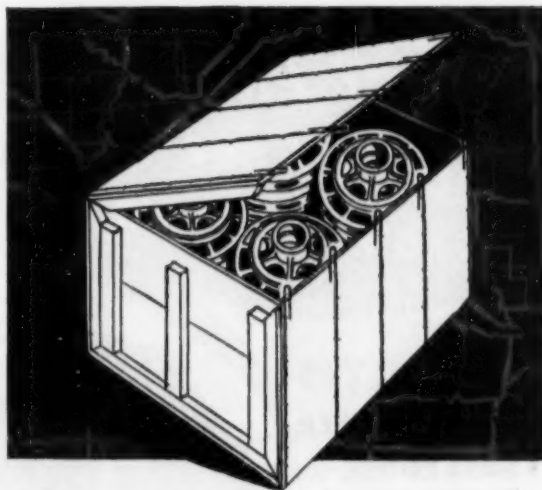
Part I of the course began October 5. It covers structural designs and shapes, glass containers, folding paper boxes, metal cans, protective packaging, plastics, packaging machinery, closures, films, foils and laminated materials.

The second part of the course will start February 8, 1956, and will consider shipping containers, nailed wooden boxes and crates, palletization, wirebound boxes and crates, multiwall paper shipping sacks, fibre boxes, gummed sealing tapes, military packaging, steel strapping, metal and fibre drums. Among the lecturers are: Philip O. Deitsch, managing director, Gummed Industries Association; and Glenn Mather, managing director, Fibre Drum Manufacturers Association.

### Attendance Record Expected At Canadian Packaging Exposition

Attendance at the 4th Canadian National Packaging Exposition, scheduled for November 8-10 at Toronto is expected to surpass the 17,000 mark attained at last year's show.

C. R. Cornell, general manager of the Packaging Association of Canada, sponsor of the exposition, disclosed that ground floor space totalling 50,000 square feet, was sold out four months ahead of



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schedule. "It is now apparent," he said, "that every conceivable phase of the packaging field will be represented and that the 1955 show will be the largest yet." Among the key features will be the Association's annual banquet and meeting, and a session devoted to the complete integration of industrial packaging and materials handling to be presented by Canadian General Electric Company.

## Educational Packing Programs

(Continued from Page 9)

not uncommon for a shipper to consult us on a packaging problem. We, like other carriers, do our best to help solve these problems. However, we are not in the packaging business, and we are, therefore, in need of professional assistance on the subject. That's where you come in.

By providing transportation carriers like ourselves with up-to-date information on packaging you can promote your products and services and help us to assist our customers. If we, as carriers, are kept abreast of the latest innovations in packaging materials, methods, and economies we can pass this information on to the shipping public.

Through such an educational program the packaging industry can relay current, helpful information to a vast, nation-wide audience; information that should create an increased demand for the products and services you sell.

A cooperative educational program of this type would fit right into the carrier's policy of service. In addition such a program would serve to cut down the number of damage claims a carrier must pay as a result of faulty or inadequate packaging.

## Carton Control System

(Continued from Page 12)

one—diversified products.

The efficient handling of many thousands of shipments per month is largely due to their own adaptation of these three elements—carton control, better materials and mechanical-handling equipment.

## What the Military Expects

(Continued from Page 16)

part of the contractor or inspector. Complex and nondefinitive specifications requirements from which contractors have shied away in the past will be eliminated.

In developing new packaging methods and procedures we must give greater consideration to the fact that packaging methods performed by mechanical means offer many advantages. In many cases mechanical packaging is quicker and much cheaper than packaging by hand. It also contributes to greater uniformity. Wherever mechanical



packaging is practicable, it should be employed.

Another area of packaging which requires standardization is "barrier materials." As an indication of the lack of standardized barrier materials, seven specifications provide 90 types of materials which may be used individually or together to provide waterproofing, water-vapor-proofing, or grease-proofing. You might say "do we need all of these barriers?" I wonder, too. There is a remote possibility that the 90 materials could be reduced to three materials, each having an in-water-vaporproofing, or grease-proofing. Or even an optimum of one material which would have all three features. This is an area for thought and effort by both industry and the military. The same thinking could be applied to many of the other materials and containers which both the Armed Forces and industry utilize in their packaging operations.

#### No Complaints on VCI

Many people have not kept current on packaging developments and still think of packaging as the heavy preservatives which they had to remove from their small arms with considerable difficulty. We have made headway in this particular field, thanks to industry, combined with the efforts of the military through the use of VCI. We have yet to receive a confirmed complaint through the use of VCI in the packaging of small arms items. Research in this field is continuing, and as additional tests support expanded use of this material, such use will be approved.

The area of research and development as concerns packaging covers many fields and accordingly many varieties of industries. Future developments by the military can do much in preventing deterioration of supplies during shipment or storage. Some particular areas which are considered ripe for exploration are:

- a. Corrosion resistant metals which can meet the price level of presently available materials.
- b. All temperature preservatives which have ease of application and removal characteristics.
- c. Universal barrier materials which would eliminate many of the grades, classes, and types of barriers now utilized by the military, and which would still be available at a cost commensurate with that of currently available materials.
- d. New, lightweight rigid containers, providing characteristics of current containers, which would be constructed of noncritical materials.
- e. Moldable noncorrosive cushioning materials.

All in all, there are still a lot of problems facing us in our packaging operations. We expect to find many of the solutions to these through the help of you in industry. We look to you for assistance in developing new improved materials and in the



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**TACKLING FELT** padding in shipping cases to protect shipments, is but one of scores of uses of the Hansen one-hand Tacker. Tagging, carding, lining cases, fastening caster bags to shipping frame, etc. are other applications.

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development of new methods and techniques.

Since most of the packaging for use is performed by industry, we must rely upon industry to maintain a sufficient staff of trained personnel to do the job. In the event of an emergency, industry will be required to convert to full-scale military packaging for those items we procure. Very little time will be available for instituting a training program at that time.

The military Departments in trying to fulfill their requirements for training packaging personnel have the facilities of the Joint Military Packaging Course at their disposal.

### Educational Services Available

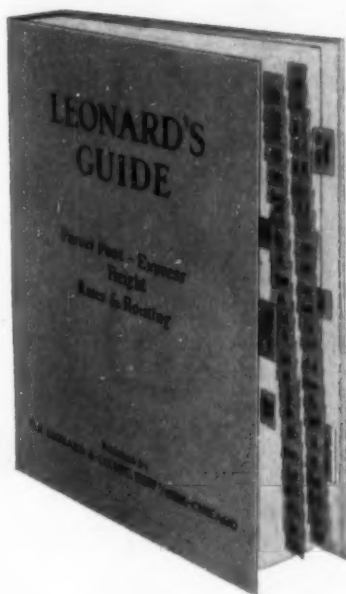
It may interest you to know that the 10,000th student was graduated from the course on 6 May of this year. While not providing the military with "graduate engineers" in packaging, it does provide a basic concept of military packaging and its requirements to the students. New concepts of packaging are being incorporated into the course as rapidly as they are adopted by the services.

As in the beginning, the course is available to contractor personnel on request. For those of you associated with industry, a review of your training requirements is suggested, and advantage should be taken of the training offered by the Joint Military Packaging Course. We must also encourage local training programs to keep current on new developments in packaging, as well as to refresh ourselves on the needs and reasons for packaging.

By taking these steps, we can do much to solve the many problems in packaging which confront us and thus be in a position to expand as necessary and give the kind of efficient service to troops to which they are definitely entitled and which we firmly intend to render.

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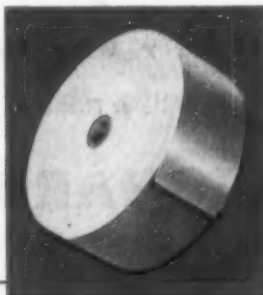


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